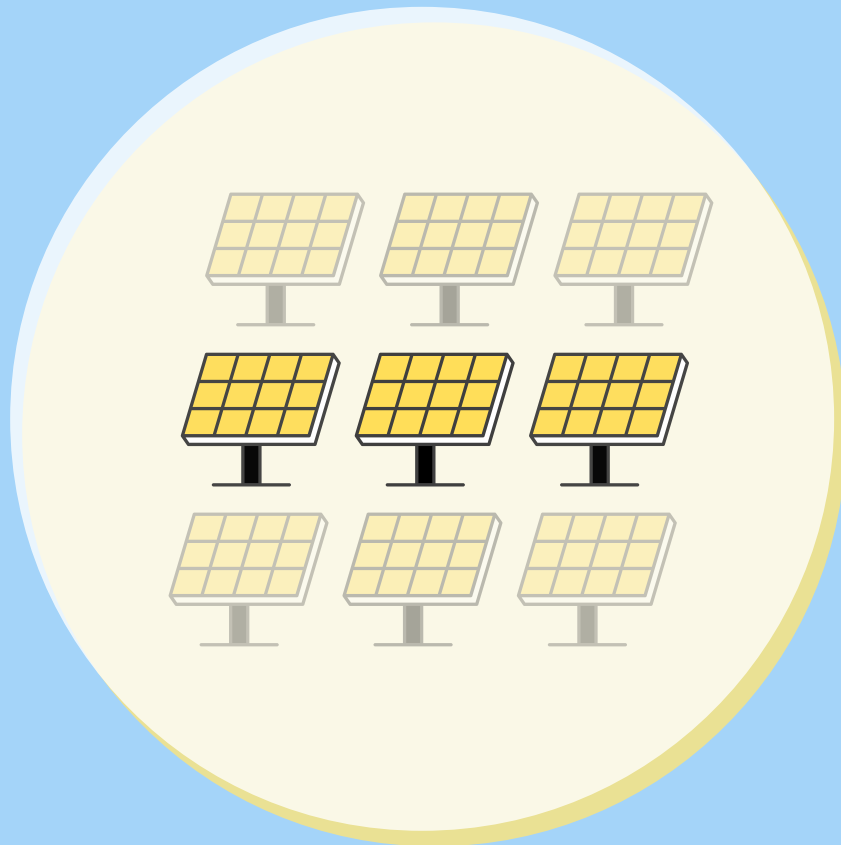


CLEAN ENERGY
PARTNER'S GUIDE



JUST DON'T WAIT.
Clean energy is a no brainer.



Station A is the world's leading clean energy marketplace for commercial buildings.

Founded in 2018, Station A is the easiest and most cost effective way to procure clean energy.

The largest network in clean energy, including:

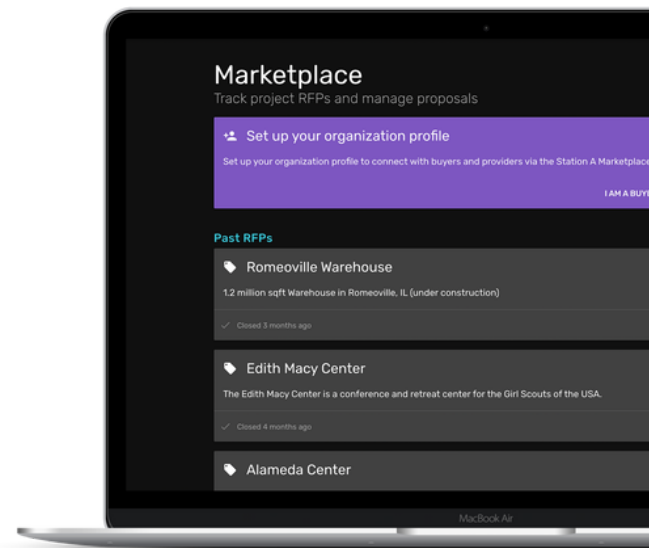


Station A Partnership

When you work with Station A, we can give you competitive proposals for solar installations. If you need help determining the best sites for solar, we can also evaluate your addresses.

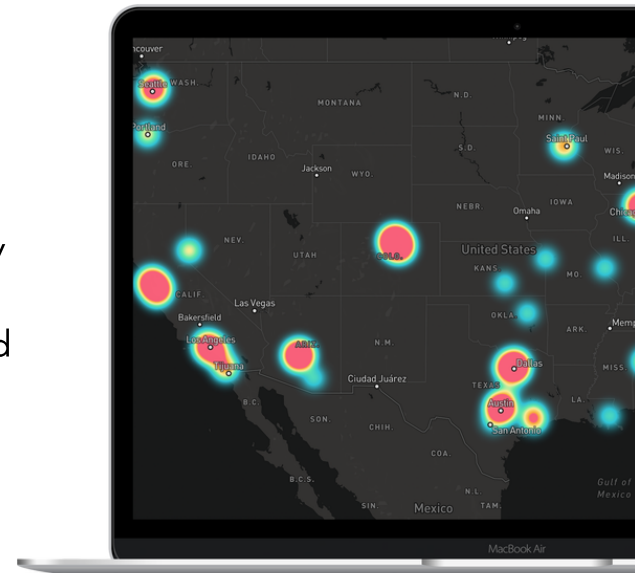
TRANSACT

Our digital RFP process solicits price-competitive, unbiased, comprehensive solar proposals through our network of 2,000+ solar developers.

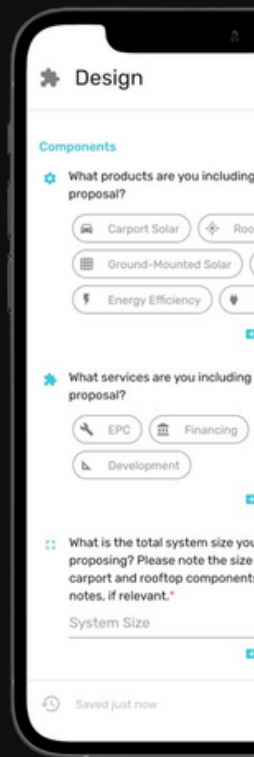
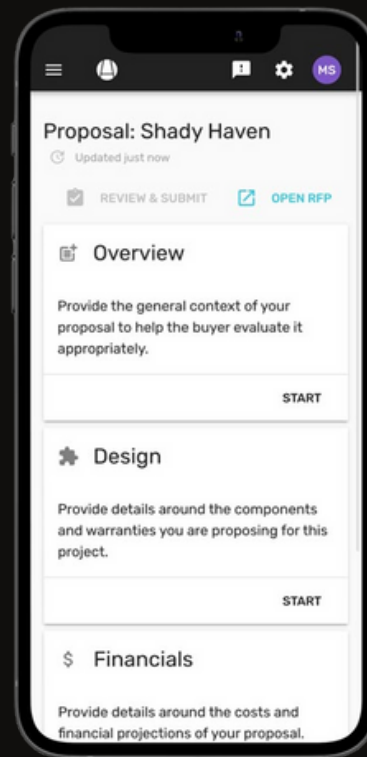
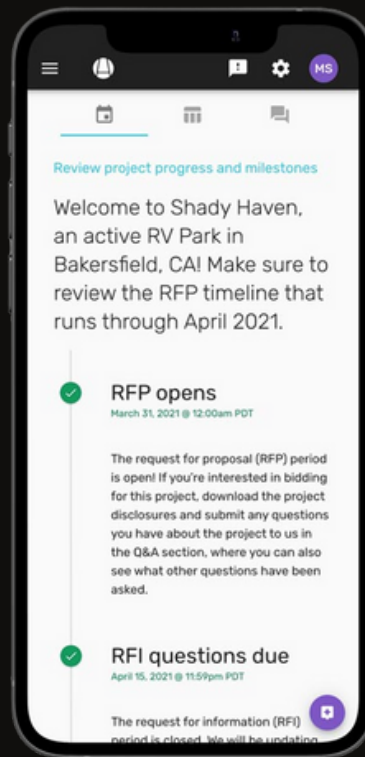
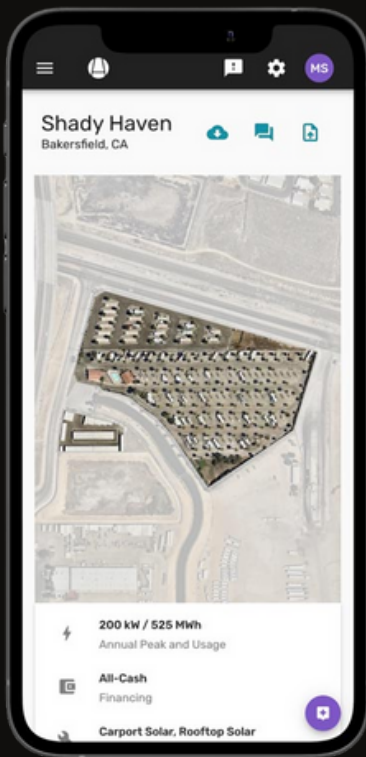


EVALUATE

Station A is an AI-powered engine that can identify the best sites for on-site or community solar based on solar potential, building size, state policy, and financial metrics. All we need is a list of your site addresses.



GET COMPETITIVE BIDS FROM THE LARGEST NETWORK IN CLEAN ENERGY



How it works

1

RFP DATA COLLECTION

Station A works directly with you or the site owner to collect all info needed to craft our digital RFP. StA collects standard site and building-level information to ensure that all received bids are apples-to-apples. StA also collects project-specific goals to ensure that each project owner receives bids that address their unique needs.

2

PUBLISH RFP

After data collection, StA will draft a digital RFP for the site owner and other relevant stakeholders to review. Once the RFP is approved by all parties, StA will publish it in the Marketplace for providers to bid on.

3

BID REVIEW

Once all bids are received, StA's Customer Success team will compile them in an easy-to-digest, apples-to-apples powerpoint layout so that decision-makers can pick a winning provider in a clear and informed manner.

4

SIGN TERM SHEET

After a winning provider is selected, StA introduces the selected provider to the site owner. The provider and site owner then negotiate and sign a term sheet.

Our network is now your network

Station A has over 2,000 trusted and qualified providers that range from the largest national developers to more focused, regional companies. Source your bids from the largest network in clean energy to get best-value offers.



...and many more

EVALUATE

 STATION A

FIND THE BEST SOLAR SITES WITH STATION A



Automated, Intelligent Solar Analysis

1

ORGANIZE ADDRESSES

All we need are your building addresses. We can analyze any number of buildings to identify the best sites for on-site solar.

2

RECEIVE YOUR PORTFOLIO REVIEW

After we get your addresses, we will process them through our AI-powered engine and output a Portfolio Review that details the financial and technical specifications of each site.

Portfolio Review Outputs

Our Portfolio Review includes the key technical, financial, and site-specific outputs needed to identify the best sites for solar including: Current annual utility bill (\$/yr), Annual utility bill savings (\$/yr), New utility bill after solar (\$/yr), Year 1 savings (\$), Year 1 savings percentage (%), Average annual savings percentage (%), Lifetime savings (\$), Net Present Value (\$), Payback period (yrs), and Return on Investment (%). We also incorporate the federal ITC, state incentives, and solar RECs to ensure relevance to current industry conditions.

Comprehensive Portfolio Reviews

Station A is an AI-powered engine that generates indicative estimates for the financial (all-cash, PPA, lease) and technical potential of solar at your given addresses. We assign letter grades (A+, A, B, C, D, E) to indicate how suitable a site is for solar. Below is a preview of the Portfolio Review that we provide to our partners.

TOP PROJECT RECOMMENDATIONS		RATIONALE	LIFETIME BILL SAVINGS (\$)
1	1234 Main Street, Brooklyn, NY, 123456	Large, flat, white roof with minimal obstructions, no tree shading	\$9,877,123
2	1234 Main Street, Manhattan, NY, 123456	Flat roof with very few obstructions, black roof (less ideal than white), but no tree shading	\$1,924,715
3	1234 Main Street, Bronx, NY, 123456	Flat, white, semi-rectangular roof with few obstructions	\$688,368
4	1234 Main Street, Queens, NY, 123456	Flat, white, perfectly rectangular roof with obstructions consolidated in one area	

STATION A GRADES	
A+	All-cash and PPA available; PPA bill savings > \$1MM
A	All-cash and PPA available; PPA bill savings > \$500k
B	All-cash and PPA available; positive bill savings
C	All-cash only, NPV > \$500k
D	All-cash only, NPV positive
E	ESG benefits only; no positive financials

All buildings, graded		All-cash		PPA					
Station A Grade	Building address	Estimated solar system size (kWdc)	Solar system annual output (kWh/yr)	Current annual bill (\$/yr)	New annual bill with solar (\$/yr)	Upfront cost (\$)	Simple payback period (yrs)	Lifetime bill savings (\$)	Annual bill reduction
A	1260 Rowena Road Grayslake IL, 60030	1,470	1,731,818	\$11,207,914	\$11,038,023	\$1,999,573	8.7	\$989,290	1.52%
	1919 S Butterfield Rd Mundelein IL, 60060	1,163	1,370,057	\$13,356,807	\$13,222,404	\$1,581,880	8.7	\$708,653	1.01%
	7502 Beverage Blvd Loves Park IL, 61111	665	871,935	\$1,288,419	\$1,201,400	\$904,284	7.7	\$630,736	6.75%
A+	605 Belt Line Rd Collinsville IL, 62234	490	650,596	\$1,993,906	\$1,325,593	\$667,985	7.2	\$631,048	4.90%
	919 E Stevenson Rd Ottawa IL, 61350	4,930	8,795,963	\$12,479,318	\$11,539,030	\$9,424,915	7.4	\$9,898,419	75.3%
	2050 Progress Parkway Schaumburg IL, 60196	4,941	8,941,878	\$12,983,139	\$12,105,941	\$9,439,747	8.0	\$8,416,483	6.76%
	3095 Corporate Drive DeKalb IL, 60115	6,717	8,525,466	\$12,568,415	\$11,726,938	\$9,135,227	8.0	\$7,861,576	6.70%
	1250 Macom Dr DeKalb IL, 60115	4,375	5,552,445	\$8,217,135	\$7,669,109	\$5,949,471	8.0	\$5,031,145	6.67%
B	200 Broadview Village Square Broadview IL, 60155	2,793	3,532,503	\$9,547,007	\$9,203,648	\$1,798,944	8.2	\$2,977,683	3.40%
	2089 Pillsbury Drive Geneva IL, 60134	1,710	2,197,879	\$3,251,492	\$3,014,121	\$2,326,174	7.3	\$2,335,462	7.30%
	12 Gateway Commerce Center Drive Edwardsville IL, 62025	1,547	2,036,035	\$2,036,035	\$1,813,904	\$2,103,332	7.0	\$2,284,146	10.91%
	2904 Research Road Champaign IL, 61822	1,415	1,750,746	\$2,498,856	\$2,509,425	\$1,924,713	7.5	\$1,637,919	7.02%
	10 E Golf Rd Des Plaines IL, 60016	556	716,439	\$2,124,299	\$2,052,727	\$756,282	7.8	\$462,715	3.37%
	6500 Route 53 Woodridge IL, 60517	506	650,403	\$988,051	\$922,165	\$688,368	7.7	\$428,323	6.67%
	9504 142nd St Orland Park IL, 60462	527	666,764	\$1,565,834	\$1,499,491	\$717,055	8.0	\$386,683	4.24%
	569 N Milwaukee Avenue Vernon Hills IL, 60061	718	845,782	\$3,824,032	\$3,740,384	\$976,548	8.6	\$373,049	2.19%
	7401 West Lawrence Ave Harwood Heights IL, 60706	467	601,513	\$2,034,266	\$1,974,776	\$638,674	7.9	\$333,882	2.92%
	900 Outer Belt West Effingham IL, 62401	461	555,516	\$555,516	\$496,187	\$630,666	7.9	\$310,899	10.68%
Grand Total	21001 South La Grange Rd Frankfort IL, 60423	468	591,838	\$2,252,488	\$2,193,541	\$640,072	8.0	\$310,371	2.62%
	150 W 63rd Street Westmont IL, 60559	480	607,048	\$1,676,667	\$1,616,023	\$655,136	8.0	\$292,508	3.62%
		40,399	\$1,192,765	\$106,049,596	\$100,864,829	\$54,957,647	157.8	\$46,204,990	